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get started on the path  
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promotion. 1. Target  
your best prospects.  
The world is a big  
place, and you  
probably can't afford to  
reach everyone who



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could benefit from your seminar even once, much less multiple times.

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philosophy. This  
involves adopting the  
marketing concept,  
valuing personal

selling, and assuming  
the role of problem-  
solver. 2. Developing a  
relationship strategy.

Success in selling  
depends heavily on the  
salesperson's ability to  
develop, manage, and  
enhance interpersonal  
relations with the  
customer. 3.

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